



STEVE BALLEREAU

9 place Winston Churchill
19100 BRIVE (France)
Born 4 Nov. 1987
French

+33 6 98 55 20 22
yes@steve-b.fr
www.steve-b.fr

driving licence/car/single

THE INTERPERSONAL SKILLS
AND THE ENTERPRISING MIND
ARE MY MAINSPRING.

EDUCATION

● Business school of Brive - Bachelor
Awarded in September, 2009.

● High school diploma specialisation
accountance and management
2005 with honours.

● Team leader, 2nd classified team in
a Simulation of new business start-up

● 35h education/Certificate of capacity for:
the telesales, Operations of promotional
marketing, Management in the customer
accounts at TRANSCOM
(FAVARS Dpt. 19).

LANGUAGES

● Native French
Fluent English
Fluent spanish
German notions

DIVERSE SKILLS AND ACTIVITIES
● Good control of the IT tool, Office
softwares and web/print design
(Illustrator, Photoshop, Indesign.
Basic notions of CSS and HTML).

● Recognized adaptation skills and a
strong ability to work

● Like french humorists, french comedies
and playing cards (belotte, tarot, poker).

● Member of the Jury for the election of
«Miss Corrèze» 2014.

● Jury member to recruit students, to
deliver the Business school's diplomas,
and to evaluate competitions of nego-
tiation of the alternate training
students.

● Member of Rotary Club of Brive since
february 2012 (District 1740).
Youth Exchange Officer.



WORK EXPERIENCE

June 2009 until now



AuCoin2LaRue.fr

Founder and manager at «Au coin 2 la rue» in BRIVE: adminis-
trative and accountant management, business development,
graphics, IT technical support, community management, search
engine optimization.

August 2006 to December 2009



Part-time: seller in mobile, landline and internet in an Orange
shop in BRIVE Carrefour: customer welcome, advices, sales, use
of the IT tool, operations of cash register.

Summer 2008



Linguistic internship of 3 months in Spain as barman then
waiter, in a brasserie-type bar in catalonia (customer contact,
management of stock, cultural discovery).

Mars to june 2006



Telesales operator during 4 months (prospecting, development
of customer loyalty, service quality) in TRANSCOM

December 2005



Salesperson for Nintendo (Carrefour BRIVE).

PROFESSIONAL SKILLS

Sales skills



Very good qualities of salesperson (BtoB & BtoC)
thanks to a control of techniques of sale, seduction and
self-confidence. Teamwork and competitive spirit.

Project management



Idea, preliminary market study in the creation of the company
«Aucoin2larue». Strategic, technical and business development
of 19 web sites connected with the same database.



Lunch Tonight

Idea, study and launch of the new product «LunchTonight».
Strategic development, concept of restaurant tables booking by
smartphone and internet application.

Management, decision-making and team management



AuCoin2LaRue.fr

Creation of company, recruitment, redundancy, accounting,
partner's repurchase, training of salespersones, versatile man-
agement of the company during 5 years.

Community Manager



viadeo

twitter

LinkedIn

Implementation of the Community Management
strategy. Frequent use of various social networks and
knowledge of the customer loyalty development via the
various platforms.

Search engine optimization, traffic management



Analysis and advice of search engine optimization. Translate
a marketing need to a Web developer. Interaction with the
social networks.